

### **IN THE CLAIMS**

The claims are as follows:

1. (Previously Presented) A method for managing access to forecast data, the method comprising the computer-implemented steps of:
  - identifying, from a plurality of customers, a set of one or more customers associated with a particular user, wherein the step of identifying includes selecting a set of one or more customer nodes associated with the user from a plurality of customer nodes in a customer data hierarchy;
  - selecting a set of one or more products from a plurality of products; and
  - allowing the particular user to access forecast data for the set of one or more products for each customer from the set of one or more customers.
2. (Canceled)
3. (Previously Presented) The method as recited in Claim 1 , wherein the forecast data is presented to the particular user based upon a set of formatting attributes associated with the set of one or more customer nodes.
4. (Previously Presented) The method as recited in Claim 1, wherein the step of selecting the set of one or more customer nodes from the plurality of customer nodes in the customer data hierarchy includes traversing the customer data hierarchy to a first forecasting depth.
5. (Previously Presented) The method as recited in Claim 4, wherein the step of traversing the customer data hierarchy to the first forecasting depth is performed starting from a particular node associated with the user.
6. (Previously Presented) The method as recited in Claim 1, wherein the step of selecting the set of one or more products from the plurality of products includes selecting a set of one or

more product data items from a plurality of product data items in a product data hierarchy.

7. (Original) The method as recited in Claim 6, wherein the set of one or more product data items are selected from the plurality of product data items based upon a secondary forecasting depth.

8. (Original) The method as recited in Claim 1, wherein the step of the particular user accessing forecast data includes the particular user specifying forecast data.

9. (Original) The method as recited in Claim 8, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit volume.

10. (Original) The method as recited in Claim 8, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit price.

11. (Original) The method as recited in Claim 8, wherein the step of the particular user specifying forecast data includes the particular user specifying a total currency amount.

12. (Original) The method as recited in Claim 1, wherein forecast data specified by the particular user is maintained if the forecast data is later changed.

13. (Previously Presented) A computer-readable medium for managing access to forecast data, the computer-readable medium carrying one or more sequences of one or more instructions which, when processed by one or more processors, cause the one or more processors to perform the steps of:

identifying, from a plurality of customers, a set of one or more customers associated with a particular user, wherein the step of identifying includes selecting a set of one or more customer nodes associated with the user from a plurality of customer nodes in a customer data hierarchy;  
selecting a set of one or more products from a plurality of products; and

allowing the particular user to access forecast data for the set of one or more products for each customer from the set of one or more customers.

14. (Canceled).

15. (Previously Presented) The computer-readable medium as recited in Claim 13, wherein the forecast data is presented to the particular user based upon a set of formatting attributes associated with the set of one or more customer nodes.

16. (Previously Presented) The computer-readable medium as recited in Claim 13, wherein the step of selecting the set of one or more customer nodes from the plurality of customer nodes in the customer data hierarchy includes traversing the customer data hierarchy to a first forecasting depth.

17. (Previously Presented) The computer-readable medium as recited in Claim 16, wherein the step of traversing the customer data hierarchy to the first forecasting depth is performed starting from a particular node associated with the user.

18. (Previously Presented) The computer-readable medium as recited in Claim 13, wherein the step of selecting the set of one or more products from the plurality of products includes selecting a set of one or more product data items from a plurality of product data items in a product data hierarchy.

19. (Original) The computer-readable medium as recited in Claim 18, wherein the set of one or more product data items are selected from the plurality of product data items based upon a secondary forecasting depth.

20. (Original) The computer-readable medium as recited in Claim 13, wherein the step of the particular user accessing forecast data includes the particular user specifying forecast data.

21. (Original) The computer-readable medium as recited in Claim 20, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit volume.
22. (Original) The computer-readable medium as recited in Claim 20, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit price.
23. (Original) The computer-readable medium as recited in Claim 20, wherein the step of the particular user specifying forecast data includes the particular user specifying a total currency amount.
24. (Original) The computer-readable medium as recited in Claim 13, wherein forecast data specified by the particular user is maintained if the forecast data is later changed.
25. (Previously Presented) A method for managing access to forecast data, the method comprising the computer-implemented steps of:
- identifying, from a plurality of products, a set of one or more products associated with a particular user, wherein the step of identifying includes selecting a set of one or more product nodes from a plurality of product nodes in a product data hierarchy;
  - selecting a set of customers from a plurality of customers; and
  - allowing the particular user to access forecast data for the set of one or more customers for each product from the set of one or more products.
26. (Canceled).
27. (Previously Presented) The method as recited in Claim 25 , wherein the step of selecting the set of one or more product nodes from the plurality of product nodes in the product data hierarchy includes traversing the product data hierarchy to a first forecasting depth.
28. (Previously Presented) The method as recited in Claim 27, wherein the step of traversing

the product data hierarchy to the first forecasting depth is performed starting from a particular node associated with the user.

29. (Previously Presented) The method as recited in Claim 25, wherein the step of selecting the set of customers from the plurality of customers includes selecting a set of one or more customer data items from a plurality of customer data items in a customer data hierarchy.

30. (Previously Presented) The method as recited in Claim 29, wherein the set of one or more customer data items are selected from the plurality of customer data items based upon a secondary forecasting depth.

31. (Original) The method as recited in Claim 25, wherein the step of the particular user accessing forecast data includes the particular user specifying forecast data.

32. (Original) The method as recited in Claim 31, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit volume.

33. (Original) The method as recited in Claim 31, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit price.

34. (Original) The method as recited in Claim 31, wherein the step of the particular user specifying forecast data includes the particular user specifying a total currency amount.

35. (Previously Presented) A computer-readable medium for managing access to forecast data, the computer-readable medium carrying one or more sequences of one or more instructions which, when processed by one or more processors, cause the one or more processors to perform the steps of:

identifying, from a plurality of products, a set of one or more products associated with a particular user, wherein the step of identifying includes selecting a set of one or more product

nodes from a plurality of product nodes in a product data hierarchy;  
selecting a set of customers from a plurality of customers; and  
allowing the particular user to access forecast data for the set of one or more customers  
for each product from the set of one or more products.

36. (Canceled).

37. (Previously Presented) The computer-readable medium as recited in Claim 35, wherein the step of selecting the set of one or more product nodes from the plurality of product nodes in the product data hierarchy includes traversing the product data hierarchy to a first forecasting depth.

38. (Previously Presented) The computer-readable medium as recited in Claim 37, wherein the step of traversing the product data hierarchy to the first forecasting depth is performed starting from a particular node associated with the user.

39. (Previously Presented) The computer-readable medium as recited in Claim 35, wherein the step of selecting the set of customers from the plurality of customers includes selecting a set of one or more customer data items from a plurality of customer data items in a customer data hierarchy.

40. (Previously Presented) The computer-readable medium as recited in Claim 39, wherein the set of one or more customer data items are selected from the plurality of customer data items based upon a secondary forecasting depth.

41. (Original) The computer-readable medium as recited in Claim 35, wherein the step of the particular user accessing forecast data includes the particular user specifying forecast data.

42. (Original) The computer-readable medium as recited in Claim 41, wherein the step of the

particular user specifying forecast data includes the particular user specifying a unit volume.

43. (Original) The computer-readable medium as recited in Claim 41, wherein the step of the particular user specifying forecast data includes the particular user specifying a unit price.

44. (Original) The computer-readable medium as recited in Claim 41, wherein the step of the particular user specifying forecast data includes the particular user specifying a total currency amount.

45. (Previously Presented) An apparatus for managing forecast data comprising:  
a storage device containing customer hierarchy data and products hierarchy data; and  
a processor communicatively coupled to the storage device and being configured to process the customer hierarchy data and the products hierarchy data to control access to forecast data.

46. (Previously Presented) The apparatus as recited in Claim 45, wherein the processor is further configured to control access to forecast data by:

using the customer hierarchy to identify, from a plurality of customers, a set of one or more customer associated with a particular user;

using the products hierarchy data to select a set of one or more products from a plurality of products; and

allowing the particular user to access forecast data for the set of one or more products for each customer from the set of one or more customers.

47. (Previously Presented) The apparatus as recited in Claim 46, wherein the processor is further configured to control access to forecast data by:

using the products hierarchy to identify, from a plurality of products, a set of one or more products associated with a particular user;

using the customer hierarchy data to select a set of one or more customers from a plurality

of customers; and

allowing the particular user to access forecast data for the set of one or more customers for each product from the set of one or more products.

48. (Previously Presented) A computer-readable medium for managing access to forecast data, the computer-readable medium carrying:

customer data hierarchy data;

products data hierarchy data; and

one or more sequences of one or more instructions which, when processed by one or more processors, cause the one or more processors to perform the steps of:

identify a set of one or more customers associated with a particular user from a plurality of customers defined by the customer data hierarchy data,

select a set of products from a plurality of products defined by the products data hierarchy data, and

allow a user to access forecast data for the set of one or more products for each customer from the set of one or more customers.

49. (Previously Presented) A method for managing access to forecast data, the method comprising the computer-implemented steps of:

defining a first data hierarchy of one or more first data items;

defining a second data hierarchy of one or more second data items;

selecting, from the first data hierarchy, a first set of one or more first data items associated with a first user based on a first set of one or more nodes associated with the first user;

selecting, from a second data hierarchy, a second set of one or more second data items associated with the first user based on a second set of one or more nodes associated with the first user; and

allowing the first user to access forecast data for the second set of one or more second data items for each data item in the first set of one or more first data items.



50. (Previously Presented) The method as recited in Claim 49, wherein the first data hierarchy is a hierarchy of customers and wherein the first data hierarchy is organized by a characteristic of the customer.

51. (Previously Presented) The method as recited in Claim 50, wherein the characteristic is one or more characteristics selected from geographic region, type of business, market share and relationship with a sales organization.

52. (Previously Presented) The method as recited in Claim 49, wherein the first data hierarchy is a hierarchy of products and wherein the first data hierarchy is organized by a characteristic of the products.

53. (Previously Presented) The method as recited in Claim 52, wherein the second data hierarchy is a hierarchy of customers and wherein the second data hierarchy is organized by one or more characteristics of the customer.

54. (Previously Presented) The method as recited in Claim 49, wherein the step of selecting the first set of one or more nodes from the plurality of nodes in the first data hierarchy includes traversing the first data hierarchy to a first forecasting depth.

55. (Previously Presented) The method as recited in Claim 54, wherein the step of traversing the first data hierarchy to the first forecasting depth includes starting from a particular node associated with the user.

56. (Previously Presented) The method as recited in Claim 49, wherein the second set of one or more nodes is selected from the plurality of nodes in the second data hierarchy based upon a secondary forecasting depth.

57. (Previously Presented) The method as recited in Claim 49, wherein allowing the first

user to access forecast data for the second set of one or more second data items for each data item in the first set of one or more first data items includes specifying forecast data to access.